

ВЛАДИМИР ЯКУБА

The most famous reality business coach in Russia. Speaker of the Year (2021), Business Coach of the Year (2020). Four times recognized as the best in the profession. Status holder: The best expert on setting up sales departments in the CIS (in 2021)

Author of 14 books. Finalist of the Business Book of the Year Book Award at the SPIEF. Conducted training in 143 cities in 21 countries.

An expert in building turnkey sales departments, inspiring leadership and working with a team.

The host of the program "Cadres decide", a participant in the reality show "Candidate with Vladimir Potanin" on the TNT channel (the Russian equivalent of the show "Apprentice with Donald Trump")

A graduate of three specialties with economic and humanitarian diplomas, an MBA teacher.

Vladimir's training was held in 21 countries: China, South Korea, Japan, Germany, Italy, Czech Republic, Finland, Croatia, Cyprus, Kazakhstan, Belarus, Ukraine, Azerbaijan, Armenia, Georgia, Uzbekistan, Kyrgyzstan, Moldova, Turkey and others.

Mentor on personal effectiveness, author of the Yakuba.online Open University, which develops students in 4 directions: sales, TOP management, new thinking and team.

Among clients: Sberbank, VTB, Tinkoff, BCS-Premier, Lukoil, Gazprom, Rosgosstrakh, Rostelecom, Vimpelcom, MTS, OMK, Titan Plant, A101, PSK-6, Floors, Eoltor, Perspektiva 24, Electrolux, KIBERone, RIVE GAUCHE, MERZ, Abbott, GAZ Group, KAMAZ, Gandalf, Ekoniva, Kercher, Sima Land, Penetron, Miratorg, all instruments.ru, OMS, SOKOLOV, Anstrom, Greenway, Microsoft, the highest legislative and executive authorities in the regions. Regularly conducts consultations for top managers, deputies of the State Duma.

Born in 1982 in the family of a serviceman and a music teacher. Married, raising a son and a daughter.



CONTACTS

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🌐 VladimirYakuba.ru

📌 [T.me/Vyakuba](https://t.me/Vyakuba)

📱 [vladimiryakuba](https://vk.com/vladimiryakuba)

TRAININGS

- Dozhim client: new rules of Russian sales
- Sales to the maximum: how to sell day to day
- Sales in Russia in a highly competitive environment
- Sales X10: how to sell quickly, expensively and for fun

ONLINE TRAINING

- Over - sales
- Turnkey Sales Department
- Sales in messengers
- I'm a realtor
- Press the client

BOOKS

- Sales Department: from chaos to system
- Dozhim client "PRO"
- A salesman for the whole head
- How to create a team
- Self-discipline 2.0
- The salesman goes online
- I am a brand
- The Cube Principle

EDUCATION

- Nizhny Novgorod State University, Faculties of Economics and Law.
- Higher School of Economics, "Personnel Management".

EXPERIENCE

- 2003** Key Account Manager at RC Group. A year later, the head of the regional office of Human Power Strategic, then the Department of Personnel Management of MTS OJSC.
- 2006** Work experience as an expert on internal evaluation of top managers.
- 2007- н.в** Entrepreneur, Tom Hunt and other companies, Yakuba Consulting Group has been established since 2020.

Professional speaker. Vladimir conducts open and online seminars with the participation of up to 17,000 people. The nominee of the Guinness Book of Records for the most massive online training in the world. Participant of various programs on ITV, VGTRK, TNT, MIR, Success TV, St. Petersburg TV channel, Business FM, Echo of Moscow, Moscow FM, etc.

